

## RICHMOND DRINKS MILK THAT IS MILK

(Continued From First Page.)

East Tennessee in search of needed milkers, Virginia is making a good thing raising beef cattle both for home consumption and for export. There is a fine opening in Virginia for the raiser of dairy cattle, but that is another story.

**Milk in Cheap in Richmond.**  
However, the dairymen are changing their methods somewhat. They have quit selling their dry cows to the butcher, and they are beginning to save their cow calves from the dissecting knife of the carver of veal. On over half the dairy farms around Richmond are now to be seen fine herds of cow calves that are in time to become the milkers on those farms.

Yes, dairy cattle are very high and hard to get. That is true, and it is also true that pretty much everything else required on the dairy farm is high as compared with the figures of a few years ago. As is well known, all things pertaining to good living have been greatly advanced in cost within the past few years. The dairyman has suffered along these lines like other people. One of them has shown me the figures as compared with seven years ago. In that time labor has advanced 100 per cent., feed 125 per cent., cattle 90 per cent., and yet it is a fact that the dairymen have advanced the price of milk to Richmond consumers less than 25 per cent. And in the meantime, of their own volition and under the stress of stringent law, and in some cases rather drastic and exceedingly irritating methods of executing that law, they have been spending a big money to improve the quality of the milk and to insure its absolute purity. Milk cannot be said to be too high in Richmond.

**Public and Private Inspection.**  
The laws, both state and municipal, for as the milk supply of Richmond is concerned are exceedingly stringent. No dairyman can find a market in this city unless his cattle, his barns, his machinery, his hired help and his methods of milking are up to the requirements. Strict inspection insures the coming up to the requirements, and then, too, the two big dairies, which buy the milk from the large majority of the dairy farms, have a private inspection of their own and a public inspection of that of the Health Department of the city government, and equally as diligent about it, and on the dairy farmer wanted to palm off on the indrinkers of this favored city an unclean article he could not do it and do well afterwards. But he has no such desire and has never had. He knows full well that in the milk business, as in every other trade, the fittest must survive, and the dairyman has as sharp competition as anybody else.

**Best of Pure Milk.**  
I am sure that no city in the United States is served with better milk than Richmond, and but few with as pure. Richmond's natural situation as to milk insures that. Philadelphia, Baltimore, New York and Washington get the milk from the dairy farms of the country, and the milk is hauled by rail to the city. Dairies that are from fifty to 400 miles distant supply their milk, and the milk is hauled by rail to the city. Dairies that are from fifty to 400 miles distant supply their milk, and the milk is hauled by rail to the city. Dairies that are from fifty to 400 miles distant supply their milk, and the milk is hauled by rail to the city.

Fortunately for Richmond she has as I have already shown more than a hundred dairy farms within a radius of eight miles. They are located on good roads. The big city dairies handle three-fourths of the product. Each dairy farm is supplied with ample facilities and machinery for milking and cooling. Each farm has its strictly sanitary barns and stalls, and the cow is milked according to the strict sanitary rules and quired by the State and City. The milk goes through the straining and cooling process to the ten-gallon cans, which are immediately loaded on the wagons and rushed off from the city. The milk comes from the farm to the city in less than an hour, and the milk is hauled by rail to the city. Dairies that are from fifty to 400 miles distant supply their milk, and the milk is hauled by rail to the city.

Identically the same proceedings characterize the work of the retailer, who sells the dairy farmer who sells his product direct to the consumers, except that he does his own bottling and own wagon delivering to consumers, and his own collecting, and he is held accountable to the State and city authorities as are the wholesalers and the city dairyman.

There are around Richmond eighty-two dairy farms that sell by wholesale to the city dairies. There are thirteen dairy farmers who are retailers. There are five "retailers" who sell only in Washington Ward (Manchester), and there are ten dairy farms along the lines of railway that furnish Richmond with milk. It is a fact that it takes 110 dairy farms of one size and another to keep Richmond supplied with milk and cream. What a pity it is that there are not 110 more to keep Richmond supplied with butter and even cheese, and thus keep a couple of million dollars of good money at home every year that



Individual style and a maximum of comfort are combined in every model of the STEADFAST SHOE. It is designed by experts who know how to construct a stylish, comfortable shoe. The careful handlasted shapes them so smoothly at every point, that they fit like made-to-order shoes, that cost almost twice the price.

For Sale by **F. W. Dabney & Co.,**  
301 EAST BROAD ST.

now goes to Dutchess county, N. Y., and Elgin, Ill., and Cincinnati or somewhere else?

**Personal Investigation.**  
But as to these milk farms, I have said that no city in the United States is supplied with purer milk than Richmond. This conclusion is reached after visiting and investigating the city dairies and a large number of the dairy farms around the city, and observing for myself the superb equipment and the superior facilities which are guaranteed against any kind of impurities. In making this trip for investigation I was not willing to rely hence had an expert to accompany me. No one knew of our coming, and so no dairyman had time to get on his new "big and tucker," and we struck the dairies at all times of the day, and first and last saw the business in all of its stages.

The dairy farms, so far as the interior make up of the cow barns, milk houses, machinery and general arrangement are concerned, are pretty much the same, for they are modeled after the same law. Some of the barns and milk houses are built of concrete, but the most of them are of wood, but all are provided with granolithic floors and hallways and stalls and drains, and all are ventilated, and all are properly lighted, according to law, with the necessary water works for cleansing and sterilizing purposes, etc. And so a description of one is a description of all.

**The Model Barn.**  
As a matter of course the model cow barn should be built of brick or concrete, but the frame barn by proper care and unceasing whitewashing on the interior can be as sanitary as the other, and all of the barns around Richmond are thus made perfect. All of the floors and all of the stalls and all of the drains are of granolithic paving material. The barn is supplied with water works and stationary washstands for the constant use of the men who milk the cows. Ample arrangements are made and a sufficient force of men employed to thoroughly clean the entire house every time the cow is milked. Every particle of refuse is removed, the granolithic stalls are cleaned and troughs and the walls are cleaned thoroughly. Cleaning having been completed the barn is as new, and pure as a parlor.

Indeed, there can be no doubt of the fact before stated, that Richmond people are favored in the matter of their milk supply. The milk is the healthiest and best thing on earth to drink the more Richmond folks take of the superior kind they are getting the better it will be for them.

**Notwithstanding this continuous building boom for private residences within the city limits, both for rent and for sale, so great has been the growth of Richmond, the demand for convenient and strictly up-to-date homes has been hard to supply.**

**Natural Gas.**  
The modern apartment house, several modern homes under one roof, had to come, and Richmond energy and capital have not been slow to supply them. First came the small apartment houses sufficient to accommodate three, four and up to a half a dozen families, but these have not proved, and about a decade ago the modern skyscraper apartment house, sufficient to hold a village or a small town under one roof and equipped with every imaginable convenience for home life in the heart of a great city, had to follow as naturally as the day follows the night.

**Skyscraper Apartment Houses.**  
These immense apartment houses were required in all modern cities. They were required by modern city life, and to meet the demands they have to be built for modern housekeeping so that every conceivable convenience of modern life, such as electric lights, elevators, and all conveniences under one roof, and each family as much separated as if they lived and moved and had their being on different lots and under different roofs.

Richmond of course, had to have them, and again, Richmond capital and energy and foresight came to the rescue. Not less than a half a dozen of these skyscraper buildings furnish many homes under a single roof and all supplied with every appliance and convenience that inventive genius and modern thought could suggest have been erected, and this method of caring for an ever increasing population of a great city has proven to be a big feather in Richmond's cap.

Although brief, about eighteen months ago Pollard & Bagby, one of the largest real estate firms in Virginia or the South, who felt Richmond's need of another fire-proof and strictly modern apartment house, proceeded to organize the Gresham Court Apartment House Corporation and obtained the necessary charter from the State authorities. The necessary capital of \$200,000 was readily obtained, the stockholders being among some of Richmond's most progressive men and best known capital-

ists. These very important preliminaries being completed the corporation bought the splendid lot at Ryland and Franklin Streets.

A committee was appointed by the stockholders to submit plans, etc. This committee visited New York and Washington and secured the best Western ideas where the finest and best arranged apartment houses in the world are to be found. They made a study of the very best, formed their own opinions and then asked the architects for plans for the forthcoming Gresham Court. Many were submitted and in time the committee accepted those of Carroll & Johnson, the same being regarded as the best. The plans being accepted, no time was lost in the awarding of the contract for the prompt erection of the building, and that contract called for its completion by the first day of August next. The contractors are well up with their work, the building being to-day nine-tenths completed and will therefore be ready on time, and renters can take possession of their fashionable and comfortable quarters September 1.

**Gresham Court's Arrangement.**  
While the magnificent building is artistic and most pleasing to the eye, it is strictly fireproof and is made comfortable in every way. Gresham Court is made of stock red brick, with stone trimmings and a fireproof roof. Including the basement floor, which is twelve feet pitch, it is an eight-story building, with a roof garden on the top, two elevators, gas ranges in every kitchen, perfect electric light system, high pressure steam heating apparatus and simply perfect plumbing from roof garden to basement. No city in the country has a more complete apartment house of the modern kind, and there is not one in all the land that has a lovelier location.

It fronts on Richmond's most fashionable thoroughfare, and on the Ryland Street side it overlooks the beautiful campus of Richmond College. It is but one block from the Clay Street car lines and but two from the Broad Street lines.

The roof garden, which will be a beauty, affords the finest view of Richmond and its surroundings to be had, better and more extended in fact than one could obtain from the top of either the Mutual Building or the American National Bank, it being much more elevated.

**Here the Families Live.**  
On the seven doors above the basement are nineteen apartments of six rooms each for families, the rooms being a kitchen, a servants' room, a dining room, a parlor and two bed rooms. To these are added a bath room and a pantry, real home comforts, and in addition still there are closets in each room. Then come six three-room apartments for smaller families and to each of these there is a private bath room. Then six two-room apartments, each having a bathroom and lastly seven one-room apartments for bachelors, and to each of these is attached a bath room. In all there are 151 rooms exclusive of bath rooms, closets, etc., and all on the seven floors above the basement.

**In the Basement.**  
In the basement there is a magnificent cafe, which will be under the best of management, where occupants of the house, bachelors and others who do not wish to do their own cooking and dining room stunts can get a reasonable price for a good meal. The basement also has eight or ten extra rooms for servants and for other purposes.

Altogether there is no better arranged apartment house in the United States than Gresham Court. Of course there are many that are larger, but its location and its up-to-date construction and its complete arrangement from bottom to top make it superior to anything of its kind in the South, and the equal of any in the whole land.

**REAL ESTATE AND BUILDING NEWS**  
(Continued From First Page.)

with prospects most flattering for many more. Judging by the number of inquiries, this property is growing in interest every day.

Few sections promise for growth and development, and it does not require much guessing to foretell the future of Woodland Heights.

Washington Ward, old Manchester itself, is showing decided activity, and the records show that many real estate transfers are being made daily. More than \$50,000 of deals were made in the new ward the past week, but are not willing to give out any particulars.

Another jump goes from Washington Ward across the river and the new hamlet where the property agents are selling lots to actual home-builders. It is authoritatively stated that the big residential boom of the past week found its greatest buyers in the new Westham Office of the Market.

President A. L. McClellan, of the Westham Land and Building Co., yesterday announced that the Westham acre lots had been taken off the market temporarily, pending the improvements being made by landscape architects and engineers by the company.

These artists and engineers designed and laid out the grounds for the Paris Exposition and the new Westham estate. They are laying off roadways and dividing the property into suitable plots for home-builders, and the work is being completed in about a month.

As soon as this work is completed the company will begin a campaign for the sale of the Westham property with desirable residents. The engineers say that, with the completion of their work, the Westham estate will be second to none anywhere in this country in point of beauty, of vista, of outlook, of health and healthy surroundings. During the past week, President McClellan sold twenty-five acres, and because of the number of inquiries he announced that the Westham estate of the property until the engineers had completed their work of beautifying the ground and adding the attractive feature of attraction and panache.

**Battery Court and Ginter Park.**  
Out at Battery Court on the North side of the city, more than half the building activity. More than half the people who have bought lots in that delightful suburb have become home-builders, and the new Westham estate is being built by the same men.

But coming back to Richmond proper, as before, only a very few out of the sixty-odd will tell a newspaper man what they are doing, but here and there some facts will stick up. H. L. Danon last week sold 18 and 19 North Eighth Street for the snug sum

### Financial.

**IN THE UNION BANK**  
there is STRENGTH  
Capital, \$200,000  
Surplus, \$400,000  
Deposits, \$1,500,000

### A New York Curb Stock A Standard Issue

Is Scheduled Immediately For a 25 Point Move

You can have this information if you agree to send \$15 for one month's subscription to our information bureau AFTER you get the information and find it is what we promise—that is to say, after the stock has advanced and you KNOW we have made good.

**Wall Street Information Bureau**  
Established 1895,  
20 Broad Street, New York.

of \$30,000. T. Garnett Tabb was the investor, who bought the two stores or offices. The Denons also sold the magnificent apartment building, 405 and 415 Allen Avenue, for \$35,000. Tabb was also the buyer in this case.

In the latter neighborhood, that is to say on Stuart Avenue, W. E. Purcell, a prominent business man, has sold each apartment, and in addition still there are closets in each room. Then come six three-room apartments for smaller families and to each of these there is a private bath room.

**A Few Big Sales.**  
Pollard & Bagby sold the van the past week. They are reported to have sold the splendid business property No. 122 East Broad Street and Nos. 208 and 208 North Second Street to David Marks for \$40,000. Dr. J. P. Davidson was the former owner, and the sale was made for him. This firm also sold the property 809 West Broad Street, for \$23,550, but the name of the buyer is withheld for the present. They also sold thirty-three feet at the southeast corner of Broad and Monroe Streets to Jacobs & Levy, for \$29,700. Other sales of smaller calibre were made by Pollard & Bagby. Foot the sale of a property like \$100,000 for the week.

Amos & Poindexter, having sold pretty much all they wanted to sell for the present in the Battle Abbey region went out into the country the last week and by way of a chance sold a fifteen-acre farm near Laurel for about \$15 per acre.

**Auction Sales Again.**  
An auction sale by Green & Redd resulted in the disposal of the property Nos. 2208 and 2210 Park Avenue, which brought under the hammer \$10,100. The sale was largely attended by interested buyers, as were several other auction sales during the week, all of which shows that the auctions are again becoming popular.

The action of the Ford property estate, which will throw its banner to the breeze, John W. Bates, who has been identified with the real estate business in one way and another for the past fifteen years, will open his own shop at No. 20 North Eighth Street on the first of the incoming month. Mr. Bates has for many years been in the real estate office of J. B. Blam & Co., and for the past five years has been with E. A. Catlin. He will do a general sales and loan business, and will be in a position to loan money on real estate.

There is a report abroad that the thirty-three acre suburban property known as the Belt Line, which Blanton & Co. sold to a syndicate a few weeks ago is to be surveyed, and put into lots for the purpose of being sold on the market as a new suburb, with a high sounding name, yet to be selected. It is said that the syndicate has been formed, and that the property will be sold to the city streets into which they will run, notably, Franklin, Grace, Lee, Broad and Cuthaw Avenue.

### Railroads.

**Southern Railway**  
TRAINS LEAVE RICHMOND.  
N. York & Washington schedule figures published as information and not guaranteed.  
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